A5185-1

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983 Jan.-Sep.		1984	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,471	.97	6,993	.92	8,429	1.07	7,096	1.02		
Alaska	578	.09	547	.07	946	.13	1,360	.20		
Arizona	9,712	1.46	11,642	1.52	12,419	1.57	9,923	1.43		
Arkansas	5,058	.76	5,568	.72	6,826	.86	6,140	.88		
California	86,108	12.95	89,503	11.65	93,198	11.76	82,619	11.88		
Colorado	10,196	1.53	14,480	1.88	12,447	1.57	9,157	1.32		
Connecticut	7,528	1.13	7,534	.98	7,897	1.00	7,436	1.07		
Delaware	1,308	.20	1,390	.18	1,588	.20	1,386	.20		
Wash. D.C.	1,847	.28	2,013	.26	1,893	.24	1,569	.23		
Florida	40,716	6.12	48,804	6.35	52,196	6.58	48,634	7.00		
Georgia	9,626	1.45	10,818	1.40	10,737	1.35	9,664	1.39		
Hawaii	1,450	.22	1,585	.21	1,363	.17	1,225	.18		
Idaho	4,001	.60	4,592	.60	5,089	.64	5,362	.77		
Illinois	28,519	4.29	32,265	4.20	32,137	4.05	29,262	4.21		
Indiana	15,085	2.27	18,203	2.37	18,164	2.29	16,488	2.37		
Iowa	10,845	1.63	13,475	1.75	15,622	1.97	14,714	2.12		
Kansas	6,708	1.01	8,657	1.13	8,548	1.08	7,230	1.04		
Kentucky	8,251	1.24	8,602	1.11	10,217	1.29	8,816	1.27		
Louisiana	7,964	1.20	8,355	1.09	9,476	1.20	8,100	1.17		
Maine	3,990	.60	3,834	.50	3,596	.45	3,254	.47		
Maryland	8,445	1.27	10,481	1.36	12,380	1.56	10,562	1.52		
Massachusetts	25,333	3.81	29,393	3.83	28,890	3.64	24,902	3.58		
Michigan	26,092	3.92	32,483	4.23	34,102	4.30	29,303	4.21		
Minnesota	11,628	1.75	13,878	1.81	16,820	2.12	15,270	2.20		
Mississippi	3,890	.59	4,040	.53	4,603	.58	3,991	.57		
Missouri	16,436	2.47	18,142	2.36	19,060	2.40	17,729	2.55		
Montana	3,340	.50	4,531	.59	3,901	.49	3,238	.46		
Nebraska	5,940	.89	8,319	1.08	8,974	1.13	7,433	1.06		
Nevada	1,966	.30	2,137	.28	2,378	.30	2,004	.28		
Sub Total	**369,031**		**422,264**		**443,896**		**393,867**			

(Continued - page 2)

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983 Jan.-Sep.		1984	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,621	.39	2,297	.30	2,248	.28	2,189	.31		
New Jersey	14,165	2.13	15,057	1.96	17,474	2.20	15,330	2.21		
New Mexico	2,902	.44	3,794	.49	4,291	.54	3,437	.49		
New York	36,938	5.55	38,800	5.05	41,854	5.29	35,118	5.05		
North Carolina	8,709	1.31	9,253	1.20	10,829	1.37	8,969	1.29		
North Dakota	3,140	.47	3,393	.44	3,364	.42	3,093	.44		
Ohio	24,285	3.65	27,571	3.59	30,687	3.87	27,753	3.99		
Oklahoma	8,181	1.23	9,875	1.28	11,628	1.47	9,342	1.34		
Oregon	15,604	2.35	19,066	2.48	19,596	2.48	13,751	1.98		
Pennsylvania	39,693	5.97	45,201	5.88	46,600	5.88	38,630	5.56		
Rhode Island	2,990	.45	3,539	.46	3,277	.41	2,756	.40		
South Carolina	4,410	.66	4,541	.59	5,183	.65	4,610	.66		
South Dakota	2,395	.36	3,189	.42	3,050	.38	3,036	.44		
Tennessee	8,421	1.27	10,929	1.42	11,810	1.49	10,481	1.51		
Texas	38,457	5.78	42,209	5.49	42,637	5.38	37,962	5.46		
Utah	4,947	.74	6,039	.79	7,762	.98	6,025	.87		
Vermont	3,894	.59	4,202	.55	4,786	.60	4,461	.64		
Virginia	9,679	1.46	10,208	1.33	11,294	1.42	10,313	1.48		
Washington	15,300	2.30	17,507	2.28	16,794	2.12	15,851	2.28		
West Virginia	5,698	.86	7,008	.92	7,351	.93	6,296	.91		
Wisconsin	13,619	2.05	15,425	2.02	16,276	2.05	15,359	2.21		
Wyoming	1,057	.16	1,176	.15	1,200	.15	1,015	.15		
Govt. (US,VA,State)	28,779	4.33	45,697	5.95	28,829	3.65	25,613	3.68		
Domestic Subtotal	**664,915**	**100%**	**768,240**	**100%**	**792,716**	**100%**	**695,237**	**100%**		
Canada	35,706		33,455		32,734		26,251			
Other Exp. from U.S.	29,903		30,025		27,563		21,984			
Miscellaneous	6,118		2,481		1,472		1,458			
GRAND TOTAL	**736,642**		**834,201**		**854,485**		**744,930**			
% Over Previous Year	**+18.22%**		**+13.24%**		**+2.43%**					

08P020

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units

MISCELLANEOUS DATA (continued)

C. **CROSS - BICROS By Type (Participants)**

	Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1979 -	Eyeglass:	4,468	3,767	441	252	**4,909**	**4,019**
	Behind Ear:	6,468	4,114	1,019	1,444	**7,482**	**5,558**
	In Ear:	124	297	-0-	-0-	**124**	**297**
	Totals:	11,055	8,178	1,460	1,696	**12,515**	**9,874**
1980 -	Eyeglass:	3,295	3,048	414	350	**3,709**	**3,398**
	Behind Ear:	4,357	6,047	999	794	**5,356**	**6,841**
	In Ear:	-0-	-0-	-0-	-0-	**-0-**	**-0-**
	Totals:	7,652	9,095	1,413	1,144	**9,065**	**10,239**
1981 -	Eyeglass:	4,218	3,695	317	225	**4,535**	**3,920**
	Behind Ear:	3,597	6,242	836	750	**4,433**	**6,992**
	In Ear:	-0-	-0-	-0-	-0-	**-0-**	**-0-**
	Totals:	7,815	9,937	1,153	975	**8,968**	**10,912**
1982 -	Eyeglass:	2,211	1,933	198	190	**2,409**	**2,123**
	Behind Ear:	3,913	5,304	846	760	**4,759**	**6,064**
	In Ear:	-0-	-0-	-0-	-0-	**-0-**	**-0-**
	Totals:	6,124	7,237	1,044	950	**7,168**	**8,187**

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982	% (+/-)	1983 Jan.-Sep.
a. Maskers:	505	391	-22.57%	375
b. Masker Aids:	469	422	-10.02%	396

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982	% (+/-)	1983 Jan.-Sep.
Europe:	4,597	4,158	- 9.55%	3,372
Middle East:	515	360	-30.10%	138
Africa:	345	237	-31.30%	322
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897	-18.99%	1,974
Japan:	3,783	3,389	-10.42%	1,631
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718	+30.17%	2,367
Unallocated by the reporting companies:	15,121	13,804	- 8.71%	12,180
TOTAL:	30,025	27,563	- 8.20%	**21,984**

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Modular	Custom	Canal	Modular	Custom	Canal				
1980 1:	8,655	881	63,452	33,859	3,246	46,660		483	-0-		2,613	2,584	124,626	37,807	162,433
2:	9,599	1,140	63,546	34,574	6,514	56,748		1,990	-0-		2,578	2,699	138,985	40,403	179,388
3:	9,207	574	75,243	41,321	5,013	61,530		692	124		2,435	2,791	153,428	45,502	198,930
4:	8,596	679	74,163	42,171	4,354	60,685		572	102		1,844	2,725	149,642	46,249	195,891
TOTAL'80	**36,057**	**3,274**	**276,404**	**151,925**	**19,127**	**225,623**		**3,737**	**226**		**9,470**	**10,799**	**566,681**	**169,961**	**736,642**
1981 1:	8,160	633	70,738	38,962	3,615	64,891		447	195		2,262	2,154	149,666	42,391	192,057
2:	9,059	734	80,860	46,455	3,401	73,540		590	1,500		1,754	1,091	168,614	50,370	218,984
3:	8,713	641	80,584	43,546	3,481	82,153		569	180		1,909	2,596	176,840	47,532	224,372
4:	9,132	503	71,975	31,923	2,728	76,640		1,262	93		1,466	3,066	161,941	36,847	198,788
TOTAL'81	**35,064**	**2,511**	**304,157**	**160,886**	**13,225**	**297,224**		**2,868**	**1,968**		**7,391**	**8,907**	**657,061**	**177,140**	**834,201**
1982 1:	6,601	564	72,126	35,015	2,951	74,946		547	7		1,692	2,348	158,316	38,481	196,797
2:	8,192	545	75,487	38,326	2,599	86,635		312	603		1,984	1,896	174,897	41,682	216,579
3:	6,841	2,190	73,873	40,027	2,167	92,127		605	272		1,588	2,098	176,596	45,192	221,788
4:	6,646	526	71,927	41,513	1,823	92,775		189	469		1,335	2,118	174,506	44,815	219,321
TOTAL'82	**28,280**	**3,825**	**293,413**	**154,881**	**9,540**	**346,483**		**1,653**	**1,351**		**6,599**	**8,460**	**684,315**	**170,170**	**854,485**
1983 1:	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2:	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3:	5,057	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,553	260,708
YOUR CO.:															
CUM. '83	**17,540**	**4,621**	**207,532**	**154,359**	**4,299**	**335,360**	**10,818**	**622**	**286**	**-0-**	**3,568**	**5,925**	**579,117**	**165,813**	**744,930**
% by T&O :	2.35	.62	27.86	20.72	.58	45.02	1.45	.08	.04	.00	.48	.80	77.74	22.26	100.00
% by Type:	2.97%		48.58%				47.17%				1.28%		100%		100%

D = Domestic Manufactured **F = Foreign Manufactured**

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11/30/83

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HAUCK & ASSOCIATES
1800 M ST N W WASHINGTON D C 20036 202/452-8100

February 22, 1984

MEMBERS AND PARTICIPANTS
HIA STATISTICAL PROGRAM

Enclosed is the Hearing Industries Association Statistical Report for the period ending December 31, 1983.

Sincerely,

Patsy W. Warfield

Patsy W. Warfield
Statistics Manager

Enclosure

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,471	.97	6,993	.92	8,429	1.07	9,900	1.03		
Alaska	578	.09	547	.07	946	.13	1,843	.19		
Arizona	9,712	1.46	11,642	1.52	12,419	1.57	13,813	1.43		
Arkansas	5,058	.76	5,568	.72	6,826	.86	8,343	.87		
California	86,108	12.95	89,503	11.65	93,198	11.76	116,127	12.06		
Colorado	10,196	1.53	14,480	1.88	12,447	1.57	13,040	1.35		
Connecticut	7,528	1.13	7,534	.98	7,897	1.00	10,241	1.06		
Delaware	1,308	.20	1,390	.18	1,588	.20	1,830	.19		
Wash. D.C.	1,847	.28	2,013	.26	1,893	.24	2,104	.21		
Florida	40,716	6.12	48,804	6.35	52,196	6.58	67,990	7.06		
Georgia	9,626	1.45	10,818	1.40	10,737	1.35	13,286	1.38		
Hawaii	1,450	.22	1,585	.21	1,363	.17	1,738	.18		
Idaho	4,001	.60	4,592	.60	5,089	.64	6,988	.73		
Illinois	28,519	4.29	32,265	4.20	32,137	4.05	40,803	4.24		
Indiana	15,085	2.27	18,203	2.37	18,164	2.29	22,610	2.35		
Iowa	10,845	1.63	13,475	1.75	15,622	1.97	20,322	2.11		
Kansas	6,708	1.01	8,657	1.13	8,548	1.08	9,659	1.00		
Kentucky	8,251	1.24	8,602	1.11	10,217	1.29	12,069	1.26		
Louisiana	7,964	1.20	8,355	1.09	9,476	1.20	11,471	1.19		
Maine	3,990	.60	3,834	.50	3,596	.45	4,542	.47		
Maryland	8,445	1.27	10,481	1.36	12,380	1.56	14,734	1.53		
Massachusetts	25,333	3.81	29,393	3.83	28,890	3.64	33,893	3.52		
Michigan	26,092	3.92	32,483	4.23	34,102	4.30	40,512	4.21		
Minnesota	11,628	1.75	13,878	1.81	16,820	2.12	21,305	2.21		
Mississippi	3,890	.59	4,040	.53	4,603	.58	5,422	.57		
Missouri	16,436	2.47	18,142	2.36	19,060	2.40	23,534	2.45		
Montana	3,340	.50	4,531	.59	3,901	.49	4,308	.45		
Nebraska	5,940	.89	8,319	1.08	8,974	1.13	10,073	1.05		
Nevada	1,966	.30	2,137	.28	2,378	.30	2,717	.28		
Sub Total	**362,031**		**422,264**		**443,896**		**545,217**			

(Continued - page 2)

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,621	.39	2,297	.30	2,248	.28	2,779	.29		
New Jersey	14,165	2.13	15,057	1.96	17,474	2.20	20,707	2.15		
New Mexico	2,902	.44	3,794	.49	4,291	.54	4,932	.51		
New York	36,938	5.55	38,800	5.05	41,854	5.29	48,984	5.09		
North Carolina	8,709	1.31	9,253	1.20	10,829	1.37	12,567	1.30		
North Dakota	3,140	.47	3,393	.44	3,364	.42	4,327	.45		
Ohio	24,285	3.65	27,571	3.59	30,687	3.87	37,772	3.92		
Oklahoma	8,181	1.23	9,875	1.28	11,628	1.47	12,808	1.33		
Oregon	15,604	2.35	19,066	2.48	19,596	2.48	19,848	2.06		
Pennsylvania	39,693	5.97	45,201	5.88	46,600	5.88	52,730	5.47		
Rhode Island	2,990	.45	3,539	.46	3,277	.41	3,685	.38		
South Carolina	4,410	.66	4,541	.59	5,183	.65	6,252	.65		
South Dakota	2,395	.36	3,189	.42	3,050	.38	4,233	.44		
Tennessee	8,421	1.27	10,929	1.42	11,810	1.49	14,125	1.47		
Texas	38,457	5.78	42,209	5.49	42,637	5.38	52,634	5.47		
Utah	4,947	.74	6,039	.79	7,762	.98	8,444	.88		
Vermont	3,894	.59	4,202	.55	4,786	.60	6,034	.63		
Virginia	9,679	1.46	10,208	1.33	11,294	1.42	14,120	1.47		
Washington	15,300	2.30	17,507	2.28	16,794	2.12	21,825	2.27		
West Virginia	5,698	.86	7,008	.92	7,351	.93	8,784	.91		
Wisconsin	13,619	2.05	15,425	2.02	16,276	2.05	20,677	2.15		
Wyoming	1,057	.16	1,176	.15	1,200	.15	1,355	.14		
Govt. (US,VA,State)	28,779	4.33	45,697	5.95	28,829	3.65	37,937	3.94		
Domestic Subtotal	**664,915**	**100%**	**768,240**	**100%**	**792,716**	**100%**	**962,776**	**100%**		
Canada	35,706		33,455		32,734		35,806			
Other Exp. from U.S.	29,903		30,025		27,563		29,523			
Miscellaneous	6,118		2,481		1,472		1,575			
GRAND TOTAL	**736,642**		**834,201**		**854,485**		**1,029,680**			
% Over Previous Year	**+18.22%**		**+13.24%**		**+2.43%**		**+20.50%**			

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
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2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
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1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

	Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1980 -	Eyeglass:	3,295	3,048	414	350	3,709	3,398
	Behind Ear:	4,357	6,047	999	794	5,356	6,841
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 -	Eyeglass:	4,218	3,695	317	225	4,535	3,920
	Behind Ear:	3,597	6,242	836	750	4,433	6,992
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,815	9,937	1,153	975	8,968	10,912
1982 -	Eyeglass:	2,211	1,933	198	190	2,409	2,123
	Behind Ear:	3,913	5,304	846	760	4,759	6,064
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	6,124	7,237	1,044	950	7,168	8,187
1983 -	Eyeglass:	1,528	1,514	213	209	1,741	1,723
	Behind Ear:	3,060	4,725	843	676	3,903	5,401
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	4,588	6,239	1,056	885	5,644	7,124

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982	% (+/-)	1983	% (+/-)
a. Maskers:	505	391	-22.57%	478	+22.25%
b. Masker Aids:	469	422	-10.02%	479	+13.51

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982	% (+/-)	1983	% (+/-)
Europe:	4,597	4,158	- 9.55%	5,443	+30.90%
Middle East:	515	360	-30.10%	245	-31.94%
Africa:	345	237	-31.30%	536	+126.16%
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897	-18.99%	2,627	- 9.32%
Japan:	3,783	3,389	-10.42%	2,396	-29.30%
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718	+30.17%	2,887	+ 6.22%
Unallocated by the reporting companies:	15,121	13,804	- 8.71%	15,389	+11.48%
TOTAL:	30,025	27,563	- 8.20%	**29,523**	**+ 7.11%**

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.						CONV.		TOTALS		
	D	F	D	F	D			F			D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980															
1	8,655	881	63,452	33,859	3,246	46,660		483	-0-		2,613	2,584	124,626	37,807	162,433
2	9,599	1,140	63,546	34,574	6,514	56,748		1,990	-0-		2,578	2,699	138,985	40,403	179,388
3	9,207	574	75,243	41,321	5,013	61,530		692	124		2,435	2,791	153,428	45,502	198,930
4	8,596	679	74,163	42,171	4,354	60,685		572	102		1,844	2,725	149,642	46,249	195,891
TOTAL	**36,057**	**3,274**	**276,404**	**151,925**	**19,127**	**225,623**		**3,737**	**226**		**9,470**	**10,799**	**566,681**	**169,961**	**736,642**
1981															
1	8,160	633	70,738	38,962	3,615	64,891		447	195		2,262	2,154	149,666	42,391	192,057
2	9,059	734	80,860	46,455	3,401	73,540		590	1,500		1,754	1,091	168,614	50,370	218,984
3	8,713	641	80,584	43,546	3,481	82,153		569	180		1,909	2,596	176,840	47,532	224,372
4	9,132	503	71,975	31,923	2,728	76,640		1,262	93		1,466	3,066	161,941	36,847	198,788
TOTAL	**35,064**	**2,511**	**304,157**	**160,886**	**13,225**	**297,224**		**2,868**	**1,968**		**7,391**	**8,907**	**657,061**	**177,140**	**834,201**
1982															
1	6,601	564	72,126	35,015	2,951	74,946		547	7		1,692	2,348	158,316	38,481	196,797
2	8,192	545	75,487	38,326	2,599	86,635		312	603		1,984	1,896	174,897	41,682	216,579
3	6,841	2,190	73,873	40,027	2,167	92,127		605	272		1,588	2,098	176,596	45,192	221,788
4	6,646	526	71,927	41,513	1,823	92,775		189	469		1,335	2,118	174,506	44,815	219,321
TOTAL	**28,280**	**3,825**	**293,413**	**154,881**	**9,540**	**346,483**		**1,653**	**1,351**		**6,599**	**8,460**	**684,315**	**170,170**	**854,485**
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,057	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,553	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	**21,744**	**6,116**	**269,718**	**210,924**	**5,575**	**476,413**	**25,102**	**978**	**584**	**-0-**	**4,667**	**7,859**	**803,219**	**226,461**	**1,029,680**
YOUR CO.															
T&O %	2.11	.59	26.20	20.48	.54	46.27	2.44	.09	.06	.00	.45	.76	78.01	21.99	100.00
TYPE %	2.70%		46.68%				49.60%				1.21%		100%		100%

D = Domestic Manufactured F = Foreign Manufactured

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,471	.97	6,993	.92	8,429	1.07	9,900	1.03	2,841	1.16
Alaska	578	.09	547	.07	946	.13	1,843	.19	301	.12
Arizona	9,712	1.46	11,642	1.52	12,419	1.57	13,813	1.43	4,457	1.83
Arkansas	5,058	.76	5,568	.72	6,826	.86	8,343	.87	2,072	.85
California	86,108	12.95	89,503	11.65	93,198	11.76	116,127	12.06	30,995	12.70
Colorado	10,196	1.53	14,480	1.88	12,447	1.57	13,040	1.35	3,282	1.34
Connecticut	7,528	1.13	7,534	.98	7,897	1.00	10,241	1.06	2,729	1.12
Delaware	1,308	.20	1,390	.18	1,588	.20	1,830	.19	427	.17
Wash. D.C.	1,847	.28	2,013	.26	1,893	.24	2,104	.21	500	.20
Florida	40,716	6.12	48,804	6.35	52,196	6.58	67,990	7.06	18,419	7.55
Georgia	9,626	1.45	10,818	1.40	10,737	1.35	13,286	1.38	3,788	1.55
Hawaii	1,450	.22	1,585	.21	1,363	.17	1,738	.18	511	.21
Idaho	4,001	.60	4,592	.60	5,089	.64	6,988	.73	1,548	.63
Illinois	28,519	4.29	32,265	4.20	32,137	4.05	40,803	4.24	9,184	3.76
Indiana	15,085	2.27	18,203	2.37	18,164	2.29	22,610	2.35	4,987	2.04
Iowa	10,845	1.63	13,475	1.75	15,622	1.97	20,322	2.11	4,273	1.75
Kansas	6,708	1.01	8,657	1.13	8,548	1.08	9,659	1.00	2,335	.96
Kentucky	8,251	1.24	8,602	1.11	10,217	1.29	12,069	1.26	2,888	1.19
Louisiana	7,964	1.20	8,355	1.09	9,476	1.20	11,471	1.19	2,998	1.23
Maine	3,990	.60	3,834	.50	3,596	.45	4,542	.47	1,208	.50
Maryland	8,445	1.27	10,481	1.36	12,380	1.56	14,734	1.53	4,052	1.66
Massachusetts	25,333	3.81	29,393	3.83	28,890	3.64	33,893	3.52	8,174	3.35
Michigan	26,092	3.92	32,483	4.23	34,102	4.30	40,512	4.21	9,875	4.05
Minnesota	11,628	1.75	13,878	1.81	16,820	2.12	21,305	2.21	5,624	2.31
Mississippi	3,890	.59	4,040	.53	4,603	.58	5,422	.57	1,934	.79
Missouri	16,436	2.47	18,142	2.36	19,060	2.40	23,534	2.45	5,632	2.31
Montana	3,340	.50	4,531	.59	3,901	.49	4,308	.45	1,069	.44
Nebraska	5,940	.89	8,319	1.08	8,974	1.13	10,073	1.05	1,897	.78
Nevada	1,966	.30	2,137	.28	2,378	.30	2,717	.28	583	.24
Sub Total	**369,031**		**422,264**		**443,896**		**545,217**		138,583	56.79

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,621	.39	2,297	.30	2,248	.28	2,779	.29	734	.30
New Jersey	14,165	2.13	15,057	1.96	17,474	2.20	20,707	2.15	5,085	2.08
New Mexico	2,902	.44	3,794	.49	4,291	.54	4,932	.51	1,305	.53
New York	36,938	5.55	38,800	5.05	41,854	5.29	48,984	5.09	11,436	4.69
North Carolina	8,709	1.31	9,253	1.20	10,829	1.37	12,567	1.30	3,145	1.29
North Dakota	3,140	.47	3,393	.44	3,364	.42	4,327	.45	1,019	.42
Ohio	24,285	3.65	27,571	3.59	30,687	3.87	37,772	3.92	8,570	3.51
Oklahoma	8,181	1.23	9,875	1.28	11,628	1.47	12,808	1.33	3,051	1.25
Oregon	15,604	2.35	19,066	2.48	19,596	2.48	19,848	2.06	5,278	2.16
Pennsylvania	39,693	5.97	45,201	5.88	46,600	5.88	52,730	5.47	12,735	5.22
Rhode Island	2,990	.45	3,539	.46	3,277	.41	3,685	.38	874	.36
South Carolina	4,410	.66	4,541	.59	5,183	.65	6,252	.65	1,682	.69
South Dakota	2,395	.36	3,189	.42	3,050	.38	4,233	.44	1,026	.42
Tennessee	8,421	1.27	10,929	1.42	11,810	1.49	14,125	1.47	3,142	1.29
Texas	38,457	5.78	42,209	5.49	42,637	5.38	52,634	5.47	14,387	5.90
Utah	4,947	.74	6,039	.79	7,762	.98	8,444	.88	1,641	.67
Vermont	3,894	.59	4,202	.55	4,786	.60	6,034	.63	1,494	.61
Virginia	9,679	1.46	10,208	1.33	11,294	1.42	14,120	1.47	3,748	1.54
Washington	15,300	2.30	17,507	2.28	16,794	2.12	21,825	2.27	5,880	2.41
West Virginia	5,698	.86	7,008	.92	7,351	.93	8,784	.91	2,090	.86
Wisconsin	13,619	2.05	15,425	2.02	16,276	2.05	20,677	2.15	5,077	2.08
Wyoming	1,057	.16	1,176	.15	1,200	.15	1,355	.14	338	.14
Govt. (US,VA,State)	28,779	4.33	45,697	5.95	28,829	3.65	37,937	3.94	11,698	4.79
Domestic Subtotal	**664,915**	**100%**	**768,240**	**100%**	**792,716**	**100%**	**962,776**	**100%**	244,018	100%
Canada (See pg. 8, F)	35,706		33,455		32,734		35,806		8,187	
Other Exp. (Pg. 7, E)	29,903		30,025		27,563		29,523		7,456	
Miscellaneous	6,118		2,481		1,472		1,575		213	
GRAND TOTAL	**736,642**		**834,201**		**854,485**		**1,029,680**		259,874	
% Over Previous Year	**+18.22%**		**+13.24%**		**+2.43%**		**+20.50%**			

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,189 units - - - - $16,289,758.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

	DOMESTIC MFG.		FOREIGN MFG.		TOTALS	
Type:	CROS	BICROS	CROS	BICROS	CROS	BICROS
1980 - Eyeglass:	3,295	3,048	414	350	**3,709**	**3,398**
Behind Ear:	4,357	6,047	999	794	**5,356**	**6,841**
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	7,652	9,095	1,413	1,144	**9,065**	**10,239**
1981 - Eyeglass:	4,218	3,695	317	225	**4,535**	**3,920**
Behind Ear:	3,597	6,242	836	750	**4,433**	**6,992**
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	7,815	9,937	1,153	975	**8,968**	**10,912**
1982 - Eyeglass:	2,211	1,933	198	190	**2,409**	**2,123**
Behind Ear:	3,913	5,304	846	760	**4,759**	**6,064**
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	6,124	7,237	1,044	950	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	**1,741**	**1,723**
Behind Ear:	3,060	4,725	843	676	**3,903**	**5,401**
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	4,588	6,239	1,056	885	**5,644**	**7,124**

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982	% (+/-)	1983	% (+/-)	1984 Jan.-Mar.
a. Maskers:	505	391	-22.57%	478	+22.25%	89
b. Masker Aids:	469	422	-10.02%	479	+13.51	88

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982	% (+/-)	1983	% (+/-)	1984 Jan.-Mar.
Europe:	4,597	4,158	- 9.55%	5,443	+30.90%	1,464
Middle East:	515	360	-30.10%	245	-31.94%	146
Africa:	345	237	-31.30%	536	+126.16%	223
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897	-18.99%	2,627	- 9.32%	637
Japan:	3,783	3,389	-10.42%	2,396	-29.30%	305
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718	+30.17%	2,887	+ 6.22%	432
Unallocated by the reporting companies:	15,121	13,804	- 8.71%	15,389	+11.48%	4,249
TOTAL:	30,025	27,563	- 8.20%	**29,523**	**+ 7.11%**	7,456

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984 Jan.-Mar.
Alberta	1,314
British Columbia	928
Manitoba	227
New Brunswick	231
Newfoundland	51
Nova Scotia	275
Ontario	2,849
Prince Edward Island	31
Quebec	513
Saskatchewan	518
Northwest Territories	1
Yukon Terrtory	0
Unallocated by the reporting companies	1,249
TOTAL:	8,187

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980														
1	8,655	881	63,452	33,859	3,246	46,660		483	-0-		2,613	2,584	124,626	37,807	162,433
2	9,599	1,140	63,546	34,574	6,514	56,748		1,990	-0-		2,578	2,699	138,985	40,403	179,388
3	9,207	574	75,243	41,321	5,013	61,530		692	124		2,435	2,791	153,428	45,502	198,930
4	8,596	679	74,163	42,171	4,354	60,685		572	102		1,844	2,725	149,642	46,249	195,891
TOTAL	36,057	3,274	276,404	151,925	19,127	225,623		3,737	226		9,470	10,799	566,681	169,961	736,642
1981															
1	8,160	633	70,738	38,962	3,615	64,891		447	195		2,262	2,154	149,666	42,391	192,057
2	9,059	734	80,860	46,455	3,401	73,540		590	1,500		1,754	1,091	168,614	50,370	218,984
3	8,713	641	80,584	43,546	3,481	82,155		569	180		1,909	2,596	176,840	47,532	224,372
4	9,132	503	71,975	31,923	2,728	76,640		1,262	93		1,466	3,066	161,941	36,847	198,788
TOTAL	35,064	2,511	304,157	160,886	13,225	297,224		2,868	1,968		7,391	8,907	657,061	177,140	834,201
1982															
1	6,601	564	72,126	35,015	2,951	74,946		547	7		1,692	2,348	158,316	38,481	196,797
2	8,192	545	75,487	38,326	2,599	86,635		312	603		1,984	1,896	174,897	41,682	216,579
3	6,841	2,190	73,875	40,027	2,167	92,127		605	272		1,588	2,098	176,596	45,192	221,788
4	6,646	526	71,927	41,513	1,823	92,775		189	469		1,335	2,118	174,506	44,815	219,321
TOTAL	28,280	3,825	293,413	154,881	9,540	346,483		1,653	1,351		6,599	8,460	684,315	170,170	854,485
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	21,744	6,116	269,718	210,924	5,575	476,413	25,102	978	584	-0-	4,667	7,859	803,219	226,461	1,029,680
1984															
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874
'84TOT.	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874
YOUR CO.															
T&O %	1.41	.41	23.03	17.29	.28	48.20	7.03	.15	1.11	.12	.31	.66	80.25	19.75	100.00
TYPE %:	1.82%		40.32%				56.89%				.97%		100%		100%

D = Domestic Manufactured F = Foreign Manufactured

5/29/84

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,471	.97	6,993	.92	8,429	1.07	9,900	1.03	5,619	1.12
Alaska	578	.09	547	.07	946	.13	1,843	.19	765	.15
Arizona	9,712	1.46	11,642	1.52	12,419	1.57	13,813	1.43	7,943	1.58
Arkansas	5,058	.76	5,568	.72	6,826	.86	8,343	.87	4,320	.86
California	86,108	12.95	89,503	11.65	93,198	11.76	116,127	12.06	61,112	12.18
Colorado	10,196	1.53	14,480	1.88	12,447	1.57	13,040	1.35	6,587	1.31
Connecticut	7,528	1.13	7,534	.98	7,897	1.00	10,241	1.06	5,819	1.16
Delaware	1,308	.20	1,390	.18	1,588	.20	1,830	.19	940	.19
Wash. D.C.	1,847	.28	2,013	.26	1,893	.24	2,104	.21	1,017	.20
Florida	40,716	6.12	48,804	6.35	52,196	6.58	67,990	7.06	33,553	6.69
Georgia	9,626	1.45	10,818	1.40	10,737	1.35	13,286	1.38	7,422	1.48
Hawaii	1,450	.22	1,585	.21	1,363	.17	1,738	.18	993	.20
Idaho	4,001	.60	4,592	.60	5,089	.64	6,988	.73	3,095	.62
Illinois	28,519	4.29	32,265	4.20	32,137	4.05	40,803	4.24	20,491	4.08
Indiana	15,085	2.27	18,203	2.37	18,164	2.29	22,610	2.35	11,001	2.19
Iowa	10,845	1.63	13,475	1.75	15,622	1.97	20,322	2.11	9,319	1.86
Kansas	6,708	1.01	8,657	1.13	8,548	1.08	9,659	1.00	4,701	.94
Kentucky	8,251	1.24	8,602	1.11	10,217	1.29	12,069	1.26	5,667	1.13
Louisiana	7,964	1.20	8,355	1.09	9,476	1.20	11,471	1.19	6,176	1.23
Maine	3,990	.60	3,834	.50	3,596	.45	4,542	.47	2,536	.51
Maryland	8,445	1.27	10,481	1.36	12,380	1.56	14,734	1.53	8,422	1.68
Massachusetts	25,333	3.81	29,393	3.83	28,890	3.64	33,893	3.52	16,691	3.33
Michigan	26,092	3.92	32,483	4.23	34,102	4.30	40,512	4.21	21,989	4.38
Minnesota	11,628	1.75	13,878	1.81	16,820	2.12	21,305	2.21	12,449	2.48
Mississippi	3,890	.59	4,040	.53	4,603	.58	5,422	.57	3,780	.75
Missouri	16,436	2.47	18,142	2.36	19,060	2.40	23,534	2.45	12,197	2.43
Montana	3,340	.50	4,531	.59	3,901	.49	4,308	.45	2,543	.51
Nebraska	5,940	.89	8,319	1.08	8,974	1.13	10,073	1.05	4,077	.81
Nevada	1,966	.30	2,137	.28	2,378	.30	2,717	.28	1,240	.24
Sub Total	**369,031**		**422,896**		**443,896**		**545,217**		**282,464**	**56.29**

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,621	.39	2,297	.30	2,248	.28	2,779	.29	1,457	.29
New Jersey	14,165	2.13	15,057	1.96	17,474	2.20	20,707	2.15	10,310	2.05
New Mexico	2,902	.44	3,794	.49	4,291	.54	4,932	.51	2,943	.59
New York	36,938	5.55	38,800	5.05	41,854	5.29	48,984	5.09	24,516	4.89
North Carolina	8,709	1.31	9,253	1.20	10,829	1.37	12,567	1.30	6,719	1.34
North Dakota	3,140	.47	3,393	.44	3,364	.42	4,327	.45	2,058	.41
Ohio	24,285	3.65	27,571	3.59	30,687	3.87	37,772	3.92	18,727	3.73
Oklahoma	8,181	1.23	9,875	1.28	11,628	1.47	12,808	1.33	6,531	1.30
Oregon	15,604	2.35	19,066	2.48	19,596	2.48	19,848	2.06	9,478	1.89
Pennsylvania	39,693	5.97	45,201	5.88	46,600	5.88	52,730	5.47	26,736	5.33
Rhode Island	2,990	.45	3,539	.46	3,277	.41	3,685	.38	1,874	.37
South Carolina	4,410	.66	4,541	.59	5,183	.65	6,252	.65	3,138	.63
South Dakota	2,395	.36	3,189	.42	3,050	.38	4,233	.44	2,067	.41
Tennessee	8,421	1.27	10,929	1.42	11,810	1.49	14,125	1.47	6,844	1.36
Texas	38,457	5.78	42,209	5.49	42,637	5.38	52,634	5.47	29,997	5.98
Utah	4,947	.74	6,039	.79	7,762	.98	8,444	.88	3,158	.63
Vermont	3,894	.59	4,202	.55	4,786	.60	6,034	.63	3,192	.64
Virginia	9,679	1.46	10,208	1.33	11,294	1.42	14,120	1.47	7,598	1.51
Washington	15,300	2.30	17,507	2.28	16,794	2.12	21,825	2.27	11,768	2.35
West Virginia	5,698	.86	7,008	.92	7,351	.93	8,784	.91	4,518	.90
Wisconsin	13,619	2.05	15,425	2.02	16,276	2.05	20,677	2.15	10,920	2.17
Wyoming	1,057	.16	1,176	.15	1,200	.15	1,355	.14	674	.13
Govt. (US,VA,State)	28,779	4.33	45,697	5.95	28,829	3.65	37,937	3.94	24,141	4.81
Domestic Subtotal	664,915	100%	768,240	100%	792,716	100%	962,776	100%	501,828	100%
Canada (see pg. 8, F)	35,706		33,455		32,734		35,806		16,709	
Other Exp. (Pg. &, E)	29,903		30,025		27,563		29,523		15,022	
Miscellaneous	6,118		2,481		1,472		1,575		287	
GRAND TOTAL	**736,642**		**834,201**		**854,485**		**1,029,680**		**533,846**	
% Over Previous Year	**+18.22%**		**+13.24%**		**+2.43%**		**+20.50%**			

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units

MISCELLANEOUS DATA (continued)

C. **CROS-BICROS By Type (Participants)**

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1980 - Eyeglass:	3,295	3,048	414	350	3,709	3,398
Behind Ear:	4,357	6,047	999	794	5,356	6,841
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**7,652**	**9,095**	**1,413**	**1,144**	**9,065**	**10,239**
1981 - Eyeglass:	4,218	3,695	317	225	4,535	3,920
Behind Ear:	3,597	6,242	836	750	4,433	6,992
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**7,815**	**9,937**	**1,153**	**975**	**8,968**	**10,912**
1982 - Eyeglass:	2,211	1,933	198	190	2,409	2,123
Behind Ear:	3,913	5,304	846	760	4,759	6,064
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982	% (+/-)	1983	% (+/-)	1984 Jan.-Jun.
a. Maskers:	505	391	-22.57%	478	+22.25%	209
b. Masker Aids:	469	422	-10.02%	479	+13.51%	200

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982	% (+/-)	1983	% (+/-)	1984 Jan.-Jun.
Europe:	4,597	4,158	- 9.55%	5,443	+30.90%	3,135
Middle East:	515	360	-30.10%	245	-31.94%	192
Africa:	345	237	-31.30%	536	+126.16%	305
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897	-18.99%	2,627	-9.32%	1,344
Japan:	3,783	3,389	-10.42%	2,396	-29.30%	566
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718	+30.17%	2,887	+6.22%	1,097
Unallocated by the reporting companies:	15,121	13,804	-8.71%	15,389	+11.48%	8,383
TOTAL:	30,025	27,563	-8.20%	29,523	+7.11%	15,022

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984 Jan.-Jun.
Alberta	2,716
British Columbia	1,871
Manitoba	686
New Brunswick	433
Newfoundland	111
Nova Scotia	634
Ontario	6,194
Prince Edward Island	69
Quebec	1,144
Saskatchewan	889
Northwest Territories	1
Yukon Territory	29
Unallocated by the reporting companies	1,932
TOTAL:	16,709

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.						CONV.		TOTALS		
	D	F	D	F	D			F			D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980															
1	8,655	881	63,452	33,859	3,246	46,660		483	-0-		2,613	2,584	124,626	37,807	162,433
2	9,599	1,140	63,546	34,574	6,514	56,748		1,990	-0-		2,578	2,699	138,985	40,403	179,388
3	9,207	574	75,243	41,321	5,013	61,530		692	124		2,435	2,791	153,428	45,502	198,930
4	8,596	679	74,163	42,171	4,354	60,685		572	102		1,844	2,725	149,642	46,249	195,891
TOTAL	**36,057**	**3,274**	**276,404**	**151,925**	**19,127**	**225,623**		**3,737**	**226**		**9,470**	**10,799**	**566,681**	**169,961**	**736,642**
1981															
1	8,160	633	70,738	38,962	3,615	64,891		447	195		2,262	2,154	149,666	42,391	192,057
2	9,059	734	80,860	46,455	3,401	73,540		590	1,500		1,754	1,091	168,614	50,370.	218,984
3	8,713	641	80,584	43,546	3,481	82,153		569	180		1,909	2,596	176,840	47,532	224,372
4	9,132	503	71,975	31,923	2,728	76,640		1,262	93		1,466	3,066	161,941	36,847	198,788
TOTAL	**35,064**	**2,511**	**304,157**	**160,886**	**13,225**	**297,224**		**2,868**	**1,968**		**7,391**	**8,907**	**657,061**	**177,140**	**834,201**
1982															
1	6,601	564	72,126	35,015	2,951	74,946		547	7		1,692	2,348	158,316	38,481	196,797
2	8,192	545	75,487	38,326	2,599	86,635		312	603		1,984	1,896	174,897	41,682	216,579
3	6,841	2,190	73,873	40,027	2,167	92,127		605	272		1,588	2,098	176,596	45,192	221,788
4	6,646	526	71,927	41,513	1,823	92,775		189	469		1,335	2,118	174,506	44,815	219,321
TOTAL	**28,280**	**3,825**	**293,413**	**154,881**	**9,540**	**346,483**		**1,653**	**1,351**		**6,599**	**8,460**	**684,315**	**170,170**	**854,485**
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	**21,744**	**6,116**	**269,718**	**210,924**	**5,575**	**476,413**	**25,102**	**978**	**584**	**-0-**	**4,667**	**7,859**	**803,219**	**226,461**	**1,029,680**
1984															
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972
'84TOT.	**6,779**	**1,482**	**122,604**	**92,949**	**1,470**	**258,758**	**38,805**	**562**	**5,419**	**405**	**1,590**	**3,023**	**430,006**	**103,840**	**533,846**
YOUR CO.															
T&O %	**1.27**	**.28**	**22.97**	**17.40**	**.27**	**48.47**	**7.27**	**.11**	**1.02**	**.08**	**.30**	**.56**	**80.55**	**19.45**	**100.00**
TYPE %	**1.55%**		**40.37%**				**57.22%**				**.86%**		**100%**		**100%**

D = Domestic Manufactured F = Foreign Manufactured